

Message Text

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PAGE 01 STATE 052172

21

ORIGIN COME-00

INFO OCT-01 ARA-06 ISO-00 SP-02 AID-05 EB-07 NSC-05

CIEP-01 TRSE-00 SS-15 STR-01 OMB-01 CEA-01 FRB-03

XMB-02 CIAE-00 DODE-00 INR-07 NSAE-00 PA-01 USIA-06

PRS-01 /065 R

DRAFTED BY COM/BIC/OED/MEPD/TJASPER/CF

APPROVED BY EB/OCA/REP/BEBYRON

COM/BIC/OED/MEPD/CATKINS

COM/BIC/OED/MEPD/JMSANDS, DIR.

STATE/ARA/CAR/TMACKLIN (PHONE)

COM/BIC/OIM/TBREWER (INFO)

----- 087708

R 080047Z MAR 75

FM SECSTATE WASHDC

TO AMEMBASSY PORT OF SPAIN

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E.O. 11652: N/A

TAGS: BEXP, TD

SUBJECT: IDC STEEL MILL

REF: POS 0097

1. IN RECENT CONVERSATION WITH ARMCO REP WE DISCUSSED
CURRENT STATUS OF THEIR PROPOSAL ON IDC STEEL MILL.
ARMCO BELIEVES KORF CONTINUES TO HAVE UPPER HAND
PRINCIPALLY BECAUSE OF GERMAN'S WILLINGNESS TO TAKE
EQUITY IN THE PROJECT.

2. ARMCO IS CONCERNED THAT IDC MAY HAVE ALREADY
COMMITTED CONTRACT TO KORF. THEY BELIEVE GOTT CONSULTANT
HATCH IS PAYING LIP SERVICE TO THEIR OFFER ONLY AS A
VEHICLE TO USE FOR NEGOTIATIONS WITH KORF. ARMCO SIGHTS
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PAGE 02 STATE 052172

AS REASONS FOR THEIR BELIEF HATCH'S UNWILLINGNESS TO

DISCUSS ANY QUESTIONS OUTSIDE OF THE TECHNICAL REALM.
FURTHER ARMCO HAS NEVER RECEIVED RESPONSE FROM
DECEMBER 11 CABLE TO IDC GENERAL MANAGER WARNER REGARDING
THEIR OFFER TO MEET WITH GOTT IN TRINIDAD TO DISCUSS
ARMCO CAPABILITIES (I.E. MARKETING, TRAINING, EQUITY
ETC.) OUTSIDE OF THE ACTUAL SUPPLY OF THE DIRECT
REDUCTION TECHNOLOGY. ARMCO CONTINUES TO BELIEVE
THEY CAN PUT TOGETHER A COMPETITIVE U.S. PACKAGE

WHICH MEETS ALL THE REQUIREMENTS OF THE IDC IF THEY
ARE GIVEN THE OPPORTUNITY TO DO SO.

3. WE WOULD APPRECIATE EMBASSY APPRAISAL OF CURRENT
STATUS OF IDC CONTRACT AWARD. HAS CONTRACT BEEN
COMMITTED TO KORF OR ANY OTHER GROUP? DOES EMBASSY
BELIEVE THAT EQUITY IS THE KEY TO OBTAINING THE IDC
CONTRACT? WHY HAVE IDC OFFICIALS, OUTSIDE OF
MICHAEL PATTY, BEEN UNWILLING TO MEET WITH ARMCO
REPS TO DISCUSS COMPANIES CAPABILITIES? (FYI: ARMCO
DID NOT MEET WITH PM WILLIAMS PARTY DURING THEIR
RECENT VISIT TO HOUSTON.)

INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 08 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE052172
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/TJASPER/CF
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D750081-1026
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750369/aaaackgu.tel
Line Count: 83
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 75 POS 0097
Review Action: RELEASED, APPROVED
Review Authority: GolinoFR
Review Comment: n/a
Review Content Flags:
Review Date: 11 SEP 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 SEP 2003 by RowellE0>; APPROVED <03 NOV 2003 by GolinoFR>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: IDC STEEL MILL
TAGS: BEXP, TD
To: PORT OF SPAIN
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006